Visuals	Audio
1. FADE IN: Medium Two-Shot, Scott Sage and Vince Scrimenti stand in front of a professional-looking background.	1. SCOTT SAGE: Hi. I'm Scott Sage, Marketing Competitive Analyst for the Compaq Desktop PC Division.
2. Cont. Shot	2. VINCE SCRIMENTI: And I'm Vince Scrimenti, Technical Competitive Analyst for the Compaq Desktop PC Division.
3. Cont. Shot	3. SCOTT: We're here to compare Compaq's Deskpro family of commercial desktop PCs with Dell's OptiPlex line of commercial desktop PCs. We'll show the differences between the products, and we'll make you familiar with what both manufacturers have to offer.
4. Cont. Shot	4. VINCE: We'll compare features, then take a look inside the case, and see how they measure up from the inside.
5. Cont. Shot	5..SCOTT: When it's over, we hope you'll understand why all business PCs are not the same, and why choosing the right one is important. Thanks for your time.
DIZ to Title: "Compaq Deskpro and Dell OptiPlex: A Comparison"	
6. Fade up to: MS OptiPlex Gs and Deskpro 2000 sit on table in tech set.	6. NARRATOR: Dell's OptiPlex line and Compaq's Deskpro family of personal computers have a similar purpose and positioning in the marketplace. Both lines are designed for the needs of businesses, and intended for enterprise networks. Traditionally, direct-marketing vendors have not had a reputation for high quality in this market, but Dell has made a strong effort to improve the serviceability and manageability of its machines, to compete with showroom manufacturers like Compaq.
7. Pull out to WS w/room for CG: "Compaq Deskpro 2000 Dell OptiPLex Gs Compaq Deskpro 4000 Dell OptiPlex GXi Compaq Deskpro 6000 Dell Optiplex GXPro"	7. Each line has several series of systems, designed for three different levels of use in a business. We'll compare three Dell OptiPlex series to their counterparts in the Compaq Deskpro family.

Visuals	Audio
8. Medium two-shot of Gs & 2000. CG: "Dell OptiPLex Gs" & "Compaq Deskpro 2000" over appropriate model as mentioned.	8. We'll start by taking a look at the Dell OptiPlex Gs and Compaq Deskpro 2000, which are the entry-level systems in their respective lines. They are meant to be the workhorse of the network, on the majority of corporate users' desks. They are inexpensive enough to be deployed in large numbers, but still have features which make them integrate well with the company's computing strategy.
9. CU Compaq Deskpro 2000 CG: "133-MHz Pentium to 200-MHz Pentium Pro" 10a. CU OptiPlex Gs CG: " 133- to 200-Mhz Pentium" CG: "MMX available"	9. Processors range from 133 Megahertz Pentium to 200 Megahertz Pentium Pro in the Compaq, and 133 to 200 Megahertz Pentium processors in the Dell. Dell also offers the 166 and 200 Megahertz processors with Intel's new MMX multimedia-enhanced processor architecture.
10. ECU Deskpro 6000's processor, with MMX label.	10. Compaq has added MMX processors to the Deskpro 6000 series, since the MMX processor is designed for heavy multimedia users who are most likely to purchase systems in the Deskpro 6000 class. There is a very limited customer benefit in equipping an entry-level PC with a processor that provides marginal performance advantages with standard office productivity packages.
11. CU Compaq Deskpro 2000 at drive bay. CG: "1.2- to 2.5-GB IDE Hard Drives" 11a. CU OptiPlex Gs CG: " 1- to 3-GB IDE Hard Drives"	11. Deskpro 2000 systems have Enhanced IDE hard drives that range from 1.2 to 2.5 Gigabytes. Enhanced IDE hard drives offered on the OptiPlex Gs range from 1 Gigabyte to 3 Gigabytes.
12. MS Deskpro 2000 &OptiPlex Gs. CG: "SMART Architecture"	12. The EIDE hard drives on the Deskpro and OptiPlex include the SMART architecture. SMART drives constantly monitor their own activity, and can alert the user or network administrator of an imminent failure up to 72 hours before it occurs. The SMART standard is based on a technology originally developed by Compaq.
13. CU RAM Module. CG: EDO RAM Expandable to 128MB	13. Both the Compaq and the Dell feature EDO RAM, expandable to 128 Megabytes through 4 SIMM sockets.

Visuals	Audio
14. WS of OptiPlex GS & Deskpro 2000. CG over Gs: "256 KB Cache" CG over 2000: "256 KB Cache"	14. All OptiPlex Gs models and Deskpro 2000 models have 256 Kilobyte pipeline-burst secondary caches.
15. Cont. Shot. CG both units: "64-bit Video Controller" CG ovr GS; "S3 Trio 64+" CG over 2000; "Cirrus Logic 5436" "Cirrus Logic 5446" "Matrox MGA Millennium"	15. Both machines have integrated 64-bit video controllers, but the Dell uses an S3 Trio 64V+ controller, while Compaq's models range from a Cirrus Logic 5436 or 5446 chip, to a Matrox MGA Millennium card.
16. CU Deskpro 2000 CD-ROM Drive. 16a. CU OptiPlex Gs CD-ROM Drive.	16. The Deskpro's Pentium Pro desktop models, and all its minitower models, come with an 8X CD-ROM drive, as do all OptiPlex Gs models.
17. MS Compaq 10BaseT card next to Deskpro.	17. Because both the OptiPlex Gs and the Deskpro 2000 are entry-level machines, neither includes a network controller. But either can come with an optional network interface card.
18. SCREEN SHOT- OptiPlex DMI browser.	18. All Deskpro and OptiPlex units have network management browsers which conform to the industry-standard Desktop Management Interface, or DMI. But Compaq's support for this standard goes much farther.
19. SCREEN SHOT- Intelligent Manageability software.	19. As a partner in the industry task force that developed the DMI standard, Compaq has implemented DMI in its own comprehensive management package, called Intelligent Manageability.
20. SCREEN SHOT- Asset Control.	20. On the Deskpro 2000, Intelligent Manageability includes the SMART drives mentioned earlier, and Asset Control. Asset Control allows you to track serial numbers, manufacturers, and firmware revision levels of all major components in the system.
21. SCREEN SHOT- Network Setup Utilities.	21. And when you combine Intelligent Manageability with Compaq's network setup utilities, network utilities, and drivers preloaded on the Deskpro, it adds up to a machine that's ready to be fully networked, right out of the box.

Visuals	Audio
22. Compaq Web site screen. 22a. MCU of Compaq Software Support CD's.	22. Compaq and Dell customers can receive software updates on the manufacturers' World Wide Web sites. But Deskpro users can also subscribe to the Software Support CD program, where monthly CD-ROMs are mailed to administrators with the latest software updates, which can be installed on all Deskpros in the enterprise via the network.
23. SCREEN SHOT - Info Messenger 23a. CG: " www.compaq.com"	23. Compaq also provides Info Messenger, which gives you proactive e-mail alerts about new technical information and software from Compaq - tailored to your environment and your preferences. Visit "www.compaq.com" on the World Wide Web for more information.
24. SCREEN SHOTor packaging - Intel LANdesk	24. The OptiPlex machines can implement features like Asset Control, but only by purchasing a third-party product such as Intel LANdesk.
25. GRAPHIC: logos of strategic alliance partners in Management Solutions program.	25. If third-party products are needed on the Deskpro, users also benefit from Compaq's Desktop Management Solutions Partners program. Compaq's strategic alliances with many different vendors of PC LAN management products mean broad compatibility and compliance with industry standards.
26. SCREEN SHOT- standard windows 95 or NT startup screen. 26a. SCREEN SHOT- The Compaq custom version of the OS.	26. The OptiPlex comes with the normal OEM version of Microsoft Windows 95 or Windows NT. The system software that comes with the Deskpro includes drivers that are uniquely optimized for the Deskpro's hardware, resulting in optimum performance.
27. GRAPHIC: type on software package explaining License Exchange Program.	27. And Compaq's Software License Exchange Program means that users can exchange the operating system pre-loaded on their Deskpro for a different Microsoft operating system product.
28. Slow zoom into OptiPlex GS.	28. Now let's take a close look at the hardware. All OptiPlex machines benefit from a brand new chassis design, created to make servicing the machines easier, and to compete with similar

Visuals	Audio
	serviceability features already in place with Compaq and other manufacturers.
29. Cont. shot, tech enters and prepares to remove cover.	29. First of all, it makes the unit more recyclable, bringing its environmental friendliness to about the same the level of Compaq's machines. Dell's OptiFrame chassis includes:
30. CU tech pushes cover release button, and pulls cover off.	30. A push-button access cover,
31. CU lever of card cage.	31. A lever-assisted card cage,
32. CU drive removal.	32. Tool-less drive removal,
33. CU pull tabs.	33. And convenient pull tabs on the ribbon cables inside the unit.
34. CU vent holes ARROWS to show obstructed flow pattern.	34. But opening the case reveals other items that need improvement. The first thing that is noticeable is the air-flow in the chassis. There is a low air flow in the interior of the system, aggravated by obstructed vent holes.
35. CU Card slots. 35a. ADD LINE to indicate a full length card that would not fit.	35. This particular OptiPlex Gs unit is the version with the low desktop form factor, or the "GsL." This is the most inexpensive form factor of the Gs, but it has some disadvantages. The case has fewer expansion slots than the other OptiPlex models, and fewer slots than all the Compaq Deskpro models as well. Also, there is no room for full-length cards in the slots, limiting the user's choice of expansion cards.
36. CU Card cage. Tech pulls lever and removes cage. Follow to table and cont. CU.	36. Part of the OptiFrame chassis is a card cage design which can be removed by pulling a thin plastic lever. But if the lever breaks, it is not available as a replacement part. It also doesn't lock without the lever, and is insecurely held within the unit by the system cover. The entire card cage can't be replaced either. And since the design of the cage is proprietary, off-the-shelf third-party parts can't be used to replace it.

Visuals	Audio
37. MS, tech removes the Deskpro cover.	37. Removing the Deskpro 2000 cover is easy. Just loosen two thumbscrews and push the cover open.
38. CU snap-out riser. Tech removes riser.	38. And rather than using a card cage, the Deskpro has a snap-out riser. Just remove the riser, and you have full access to the expansion slots.
39. CU system board. Tech removes two ribbon cables.	39. Removing the system board on the OptiPlex Gs is not easy. These power connectors at both ends of the ribbon cables have to be disconnected first.
40. MCU tech replaces board and re-inserts cables.	40. And when replacing the board, you have to insert cables in a precise order.
41. CU voltage regulator capacitors next to heat sink. Demonstrate close proximity of capacitors to heat sink.	41. A close look at the system board reveals other design problems. These two voltage regulator capacitors can contact the heat sink, which sits above the processor. This could put the processor, which is costly to replace, at risk.
42. ECU SRAM Chip to show scratches.	42. The SRAM chip on this particular unit is scratched badly. This is most likely an isolated incident. However, it may point to issues within Dell's system integration facilities.
43. CG: " "[Distribution] channel executives said... they are finding an alarmingly high [Dead On Arrival] rate on Dell machines compared with other major vendors. DOA rates on Dell systems, for example, are upward of three times the out-of-box failure rates on systems from IBM...; Compaq...; and Hewlett-Packard...." "The Truth About -- Dell & Gateway: Despite the rhetoric, channel pulls along direct PC marketers" *Computer Reseller News* Issue 708, November 4, 1996 "	43. In fact, similar concerns have been voiced in the computer trade press about Dell's quality standards. A recent article in *Computer Reseller News* magazine said, quote: "Distribution channel executives said they are finding an alarmingly high Dead On Arrival rate on Dell machines compared with other major vendors. DOA rates on Dell systems, for example, are upward of three times the out-of-box failure rates on systems from IBM, Compaq, and Hewlett-Packard."
44. ECU 430FX 44a. ECU 430HX	44. Dell also uses the Intel 430FX, or "Triton," PCI controller chipset, while the Deskpro uses the Intel 430HX chipset. The 430HX chipset provides more advanced features, such as

Visuals	Audio
	conformity to PCI 2.0 specifications, and a concurrent PCI bus, which allows two PCI slots to work at the same time. Intel's own tests have concluded that the 430HX chipset is 10 to 15 percent faster than the 430FX.
CG: 10 to 15% Faster than the 430FX"	
45. ECU showing open heat sink area.	45. On the Deskpro, all cables and capacitors are free of the heat sink,
46. MS Tech removes Compaq system board.	46. And the system board slides out easily, without complicated removal of cables.
47. MS Tech removes a drive in Compaq unit.	47. On the Deskpro, removing and replacing a drive is made easier with a rail-free, universal drive bay. Now when replacing drives it is not necessary to purchase brackets or new screws. This saves time and money when adding or replacing new drives.
48. MS OptiPlex drive bay area.	48. The OptiPlex Gs' drive bays are limited in several ways. There is no accomodation for a second hard drive in the low desktop form factor.
49. CU of IDE drives connected by the same cable.	49. And in other form factors, master and slave drive pairs cannot be independently programmed with separate EIDE transfer rates. This means that both drives on the same cable have to run per the slower drive's requirements, reducing performance of the faster drive.
50. CU Drive cable connected to IDE port on integrated controller.	50. Also, hard drives on the same IDE port have to run in different PIO modes. The Deskpro doesn't have this limitation.
51. Tech installs CD-ROM cables before installing the drive itself. 51a. ECU ribbon cable being pinched during drive installation.	51. Installing replacement CD-ROM drives in the OptiPlex Gs is difficult as well. You have to insert all cables into the system board and drive, before you can place the drive into the bay. This makes it possible to pin the fragile ribbon cables under the CD-ROM drive while you're installing it.
52. CU OptiPlex power supply.	52. Now let's look at the power supply. Compaq testing indicates that the power supplies on all Dell OptiPlex models do not consistently

Visuals	Audio
	generate as much power as their ratings indicate, which can be a sign of lower quality.
53. CU Compaq power supply. 53a. ECU Compaq power supply hinges.	53. All the Deskpros' power supplies run at their tested rating. And their hinges are replaceable, unlike the power supply hinges on the OptiPlex.
54. MS open OptiPlex chassis.	54. One more fact makes the potential for failure inside the OptiPlex much worse: Dell has not yet made available replacements for certain parts that could wear out during normal use, such as the card cage lever and power supply hinges.
55. Beauty shot of GXs next to Deskpro 2000. 55a. Fade out the light on the GXs so that it is darkened and the 2000 remains illuminated. CG (builds with narration): "More durable design Easier access to components Availability of replacement parts Software optimized for system Flexible support options Intelligent Manageability"	55. So to recap, how does the Compaq Deskpro 2000 stack up against the Dell OptiPlex Gs? It has several advantages that start from the inside out. The Deskpro's more durable design, easier access to components, and availability of replacement parts all translate into a machine that better holds its value over a long lifetime of use. And that hardware is backed up by software that's optimized to work well with the system, and has flexible options for support. Add to that an advantage in manageability, which comes standard out of the box, and you can see how the Deskpro stands out in front of its competition.
56. DIZ to: MS GXi & 4000. CG: "Dell OptiPLex GXi" & "Compaq Deskpro 4000" over appropriate model as mentioned.	56. The Dell OptiPlex GXi and Compaq Deskpro 4000 are the mid-level systems in their lines. They provide more power and flexibility for CPU-intensive applications.
57. Cont. shot, pull out for CG room. Add CG over appropriate model: "133-MHz Pentium to 200-MHz Pentium Pro" " 133- to 200-MHz Pentium" " MMX available"	57. Processors range from 133 Megahertz Pentium to 200 Megahertz Pentium Pro in the Compaq, and 133 to 200 Megahertz Pentium processors in the Dell. Dell also offers the 166 and 200 Megahertz processors with MMX.
58. Cont. Shot, CG: "1.08- to 2.5-GB IDE Hard Drives" "1.0- to 3.0-GB IDE Hard Drives"	58. Deskpro 4000 systems have SMART Enhanced IDE hard drives that range from 1.08 Gigabytes to 2.5 Gigabytes. OptiPlex GXi models have SMART EIDE hard drives ranging

Visuals	Audio
	from 1 Gigabyte to 3 Gigabytes in size.
59. Continue Shot, CG: "Expandable to 256 MB EDO RAM" "128 MB Non-parity EDO RAM or 512 MB Parity EDO ECC RAM"	59. The Deskpro's memory can be expanded to 256 Megabytes of EDO RAM. The OptiPlex GXi can either be expanded to 128 Megabytes using non-parity EDO RAM, or expanded to 512 Megabytes using parity EDO ECC RAM.
60. Continue Shot, CG: "256 or 512KB Cache" "256 KB Cache"	60. OptiPlex GXi models have 256 or 512 Kilobyte pipeline-burst caches. All Deskpro 4000 models have 256 Kilobyte pipeline-burst caches.
61. Cont. Shot, CG: "Cirrus Logic 5446 with 2MB" "S3 Trio 64v+ with 2MB" "Optimized drivers"	61. The Deskpro 4000 comes with an integrated Cirrus Logic 5446 chip, with 2 Megabytes of video memory. The OptiPlex GXi comes standard with an S3 Trio 64V+ controller, with 2 Megabytes of video memory. The two chips are comparable, but Compaq's optimized drivers, preloaded within Windows 95 or NT, bring out extra performance in the Cirrus Logic chip.
62. CU Deskpro 4000 CD-ROM Drive. CG: "8x EIDE CD-ROM Drive" 61a. CU OptiPlex CD-ROM Drive CG: "8x EIDE CD-ROM Drive"	62. The Deskpro's 180 and 200 Megahertz Pentium Pro desktop models, and its 166 and 200 Megahertz Minitower models, come with an 8X Enhanced IDE CD-ROM drive. OptiPlex GXi models also come with an 8X EIDE CD-ROM drive.
63. CU back of Deskpro 4000 Ethernet port CG: "10BaseT Upgradeable to 100BaseTX" CU back of OptiPlex GXi Ethernet port. CG: "10 and 100BaseTX"	63. The Deskpro 4000 includes an integrated 10baseT network controller, upgradeable to 100BaseTX. The OptiPlex GXi includes an integrated 10 and 100BaseTX network controller.
64. CU USB ports on GXi ARROWS to Ports. CU Deskpro 2000 I/O ports. CIRCLE area of upgrade.	64. OptiPlex GXi models also include two Universal Serial Bus, or USB, ports.
65. SCREEN SHOT- Enhanced Intelligent Manageability.	65. The Deskpro 4000 and 6000 also include Enhanced Intelligent Manageability, which takes the management features in the Deskpro 2000 even farther.
66. SCREEN SHOT- Insight Manager Personal	66. As part of Enhanced Intelligent Manageability, you can use the Insight

Visuals	Audio
Edition.	Manager Personal Edition to monitor four key areas of a Deskpro system, or all the systems on the network.
67. SCREEN SHOT- Remote Asset Control.	67. It gives you **Inventory Management** through local and remote Asset Control. Not only can you keep track of information about components in your own system, but in other systems across the network as well.
68. SCREEN SHOT - Expansion card and system board information in Insight Manager.	68. It also provides **Fault Management**. It gives you a picture of all the expansion cards and system boards installed on the system.
69. CU thermal sensor. 69a. SCREEN SHOT - Thermal warning in Insight Manager.	69. It alerts you to possible overheating of a system with thermal sensors installed inside the cases of all Deskpro 4000s and 6000s.
70. CU Smart Cover Sensor. 70a. SCREEN SHOT - Open cover warning in Insight Manager.	70. All Deskpro 4000s and 6000s also include a Smart Cover Sensor, which can sense whether the case has been opened, and report it to Insight Manager. Insight Manager then alerts the network administrator that the machine is being tampered with.
71. SCREEN SHOT - Drive failure warning in Insight Manager.	71. The Deskpro 4000 also has SMART EIDE hard drives, as mentioned earlier.
72. SCREEN SHOT- Security Management. 72a. SCREEN SHOT- Software Support Management.	72. You also get **Security Management**, with features that track who has access to the systems, and **Software Support Management,** which allows you to update software over the network.
73. SCREEN SHOT or software packaging for Intel LANDesk.	73. Like the OptiPlex Gs, the GXi only includes a standard DMI browser. To use features comparable to Enhanced Intelligent Manageability, it would need a third-party software package, such as Intel LANDesk.
74. Tech pulls off OptiPlex GXi chassis cover, camera zoom in slowly.	74. Moving on to hardware, the Dell OptiPlex GXi has an OptiFrame Chassis, and like the Gs, comes in either the low profile or midsize desktop form factor. Both varieties of the GXi have the same problems with card and drive cages, heat flow and access to the system board as the OptiFrame Chassis on the Gs. It

Visuals	Audio
	also has the same issues with the non-replaceable lever and power supply hinges.
75. Cont. above shot.	75. The Deskpro 4000's power supply is surge-tolerant, and can handle voltage spikes.
76. CU tech removing OptiPlex GXi power cable, then drive connector in order to remove floppy.	76. The OptiPlex's floppy drive connector must be removed first, before removing the power connector. But the proper and safe way is to remove the power connector before the floppy connector is removed. The procedure used on the Dell also adds service time.
77. Tech removes OptiPlex GXi HD IDE connector before removing CD-ROM cable. 77a. CU Deskpro drive cabling.	77. The OptiPlex GXi's IDE hard drive connector must be removed before the CD-ROM cable can be removed. The Deskpro allows access to any cable at any time.
78. CU pan of OptiPlex GXi system board, obscured by drive bays and cables. 78a. MS Tech replacing Deskpro 4000 system board.	78. System board removal on the OptiPlex is hampered by the hard drive bays and cables, slowing down service time. System board removal and replacement on the Dell takes about ten minutes. On the Compaq, it takes about five minutes at the most.
79. CU OptiPlex GXi system board replacement and tech starts to replace cables in exact sequence.	79. And when re-installing the system board on the Dell, cables must be hooked up in an exact sequence. If you don't follow the sequence, you must unplug all of them and start over, adding service cost.
80. MCU OptiPlex GXi control panel cable stressed as the system board is removed.	80. The control panel connector is fed through a cut-out in the chassis, and cannot be re-directed. It is very difficult to remove the system board without exposing the cable to trauma.
81. ECU OptiPlex GXi DRAM DIMM scratches.	81. On this particular unit, the DRAM DIMMs are scratched badly. This again may point to issues regarding Dell's system integration facilities.
82. ECU Case locking hook.	82. The locking hook on the case is prone to bend in replacement of the case cover, and may eventually wear or snap off.
83. ECU OptiPlex GXi plastic cover flange,	83. And plastic cover flanges may snap off during normal use.

Visuals	Audio
snapped off.	
84. Beauty shot of GXi next to Deskpro 4000. 84a. Fade out the light on the GXi so that it is darkened and the 4000 remains illuminated. CG (builds with narration): "Durable, serviceable design Surge-tolerant power supply SMART SCSI drives Pentium Pro processors available Enhanced Intelligent Manageability"	84. It all boils down to several reasons why the Compaq Deskpro 4000 has the edge on the Dell OptiPlex GXi. It starts with the durable, highly serviceable hardware design found in all the Deskpro models. It continues with some important hardware features the Dell doesn't have, like a surge-tolerant power supply and available Pentium Pro processors. And the advantages reach the pinnacle with Enhanced Intelligent Manageability right out of the box, to protect your company's investment, and make your team run smoothly.
85. DIZ to: MS of OptiPlex GX Pro and Compaq Deskpro 6000. CG: "Dell OptiPLex GX Pro" & "Compaq Deskpro 6000" over appropriate model as mentioned.	85. Lastly, at the top of the two product lines are the Dell OptiPlex GX Pro, and the Compaq Deskpro 6000. These machines are meant to be feature-rich, for "power users" seeking best-in-class performance.
86. Cont. shot zoom out to shot to make room for CG added next to appropriate unit: "166-MHz Pentium to 200-MHz Pentium Pro with MMX" "Single or Dual 180- or 200-MHz Pentium Pro with MMX"	86. Processors range from 166 Megahertz Pentium to 200 Megahertz Pentium Pro, with MMX, in the Deskpro 6000. The OptiPlex GX Pro is available with either single or dual 180 or 200 Megahertz Pentium Pro processors. Compaq firmly believes that end-users seeking dual-processing capability, and who are most likely to use it, will generally be seeking a workstation-class product. General and advanced office productivity software packages do not take full advantage of dual-processing capability, rendering the feature unjustifiable from a price-performance standpoint.
87. Cont. Shot. CG over appropriate unit: "1.08- to 4.2-GB SMART Ultra/Wide SCSI Hard Dives" "2- or 3-GB SMART EIDE Hard Drives" "2- or 4-GB Ultra/Wide SCSI Hard Drives" "SMARTSCSI not available"	87. Deskpro 6000 systems have SMART Ultra/Wide SCSI hard drives that range from 1.08 Gigabytes to 4.2 Gigabytes. OptiPlex GX Pro models either have SMART EIDE hard drives, 2 or 3 Gigabytes in size, or 2- or 4 Gigabyte Ultra/Wide SCSI drives. SCSI drives and graphics options can also be added to the OptiPlex GXi to make it a competitor to the Deskpro 6000. But it is important to note that the SMART feature is **not** available with Dell's SCSI drives.

Visuals	Audio
88. SCREEN SHOT- Enhanced Intelligent Manageability.	88. The Deskpro 6000 includes Enhanced Intelligent Manageability with remote Access Control, thermal sensors, Smart Cover Sensors, and all the other manageability features the Deskpro 4000 has. The OptiPlex GX Pro still just includes a basic DMI browser, but it also also has Dell's Thermal Shutdown Utility. This utility protects the system by detecting temperature variations and automatically putting the system through a soft power-down if necessary.
89. CU EDO RAM Modules next to 6000. CG: Expandable to 256 MB EDO RAM via SIMM Modules" 89a. CU EDO ECC RAM next to GX Pro. CG: Expandable to 512 MB EDO ECC RAM via DIMM modules.	89. The Deskpro 6000 uses EDO RAM, expandable to 256 Megabytes via SIMM modules. The OptiPlex GX Pro uses EDO ECC RAM, expandable to 512 Megabytes with DIMM modules.
90. MS of OptiPlex. CG: "256 or 512 KB Cache" 90a. MS of Deskpro CG: "512 KB Cache"	90. OptiPlex GX Pro models have 256 or 512 Kilobyte caches, while all Deskpro 6000 models have 512 Kilobyte caches.
91. MS of GX pro and 6000 w/room for CG. CG over appropriate model: "Matrox MGA Millennium card with 2 MB Dual Ported Windows RAM" "Integrated S3 Trio 64V+ upgraded to Matrox or Number 9 card with 4 MB" 91b. CG "8 to 14% faster" 91c. CG "Optimized Windows NT Drivers"	91. The Deskpro 6000 comes standard with a Matrox MGA Millennium graphics card with 2 Megabytes of dual-ported Windows RAM. The OptiPlex GX Pro comes standard with an S3 Trio 64V+ controller. It can be upgraded with either the Matrox card, or a Number Nine PCI graphics card with 4 Megabytes of memory, at an extra cost. The performance of the Deskpro 6000 Model 6200/2150/CDS Matrox MGA Millennium graphics solution is between 8 and 14 percent faster in the mainstream Winbench 96 benchmark than the Number Nine Imagine 128 solution from Dell. And for even better performance, the Deskpro's graphics controllers use drivers optimized specifically for the Deskpro, preloaded within Windows NT.
92. CU Deskpro 6000 CD-ROM Drive CG: "8x SCSI CD-ROM Drive or 6x EIDE PD-CD Drive with integrated Enhanced Business Audio"	92. All Deskpro 6000 models come with a choice of either an 8X SCSI CD-ROM drive, or a 6X EIDE rewritable PD-CD drive, plus integrated Enhanced Business Audio. OptiPlex

Visuals	Audio
92a. CU GX Pro CD-ROM Drive CG: "8x EIDE or SCSI CD-ROM Drive with integrated Vibra 16 sound system"	GX Pro models come with either an EIDE or SCSI 8X CD-ROM drive, and an integrated Vibra 16 sound system.
93. CU Deskpro 6000 I/O Panel. CG: "10BaseT, Upgradeable to 100BaseTX" CU OptiPlex GX Pro I/O Panel. CG: "100Base TX"	93. The Deskpro includes an integrated 10baseT network controller, upgradeable to 100BaseTX. The OptiPlex comes standard with an integrated 100BaseTX controller.
94. CU USB Ports on GX Pro ARROWS to Ports. CU I/O panel of 2000. CIRCLE area of upgrade.	94. OptiPlex GX Pro models also include two hot-pluggable USB ports.
95. MS Tech removes GX Pro's cover, slow zoom into open chassis.	95. Looking at the GX Pro's hardware, its OptiFrame Chassis is virtually identical to that on the GXi, so it is subject to many of the same serviceability problems, from access to components, to design of the drive and card cages, to durability of the locking hooks, cover flanges, and levers.
96. CU Deskpro 6000 power supply.	96. The Deskpro 6000's power supply is surge-tolerant, just like the one in the 4000.
97. MS GX Pro power supply showing nearby cables and components.	97. In the Optiplex GX Pro, heat problems may be aggravated by cable placement and component stacking.
98. CU power connectors near DIMM modules in GX Pro. Show proximite of cables to DIMM modules.	98. And the awkward location of the power connector puts undue force on the DIMM modules. Over time, this could cause power connectors to scar.
99. Beauty shot of GX Pro next to Deskpro 6000. 99a. Fade out the light on the GX Pro so that it is darkened and the 6000 remains illuminated. CG (builds with narration): "Poweful, practical single-processor designs SMART SCSI drives Rewritable PD-CD drive Durable and serviceable Enhanced Intelligent Manageability"	99. So in a nutshell, how does the Compaq Deskpro 6000 compare to the Dell OptiPlex GX Pro? The top of the line Deskpro provides more flexible storage options, like SMART SCSI drives and a rewritable PD-CD drive. And on top of that, it has the durability, serviceability, and built-in manageability that make the other Deskpro series the leaders in their classes too.

Visuals	Audio
DIZ to: 100. Beauty shot of all three Deskpro machines.	ENDING MUSIC UP 100. And that, after all, is the point of the Compaq Deskpro family of commercial desktop computers. The Deskpros are different, because Compaq's approach to business computing is different. Value doesn't just mean how much a machine costs when you buy it - it also means how affordable it will be to use it, maintain it and expand it over a long lifetime. Direct-marketing vendors like Dell have worked to better compete with Compaq in the market, but their systems won't be as good a value as Compaq's until they share this insightful philosophy.
FADE TO BLACK	MUSIC OUT.
FADE UP END TITLES	
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